

The Wholesale Dry Goods House of the South

Old in Years and Experience—Young in Hustle and Ideas

Established in 1840

Right Up to Date in 1907

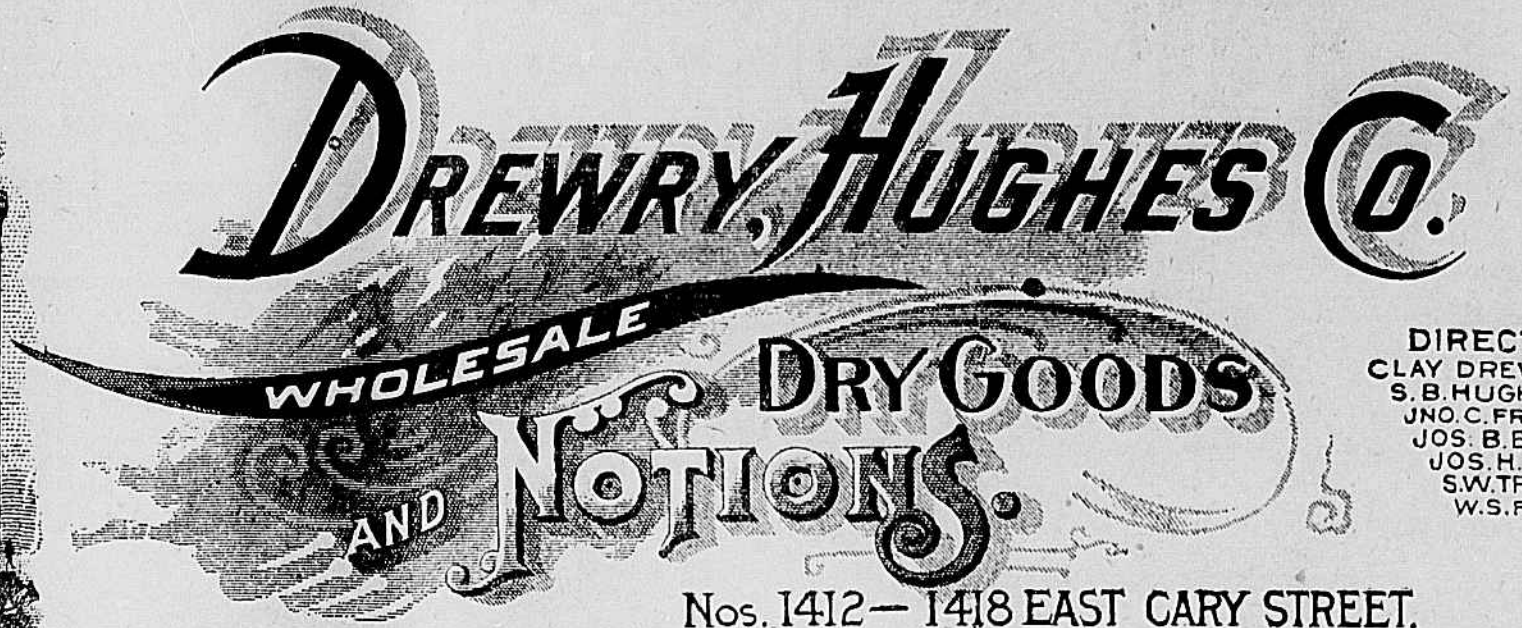
CLAY DREWRY, PRESIDENT.

JNO. C. FREEMAN, Vice PRES & TREAS.

W. F. DANCE, SECRETARY.



ESTABLISHED 1840 & INCORPORATED 1897.



DIRECTORS.
CLAY DREWRY.
S. B. HUGHES.
JNO. C. FREEMAN.
JOS. B. BEASLEY.
JOS. H. ESTES.
S. W. TRAVERS.
W. S. FREEMAN.

Nos. 1412—1418 EAST CARY STREET.

Four stories, frontage over one hundred feet, running back two hundred feet, making nearly two acres in floor space. The largest area of any single business house in Virginia.

Every floor filled with DRY GOODS AND NOTIONS, giving buyers the largest and most varied stocks to select from to be found in the South.

This establishment is of two generations and just two-thirds of a century in age, but it continually renews its youth, keeps up-to-date, and is still young. Two-thirds of a century of experience, with seniors handing down to junior successors their learnings, in the nature of the case must be valuable. Indeed, that is the value of age. This long experience has taught us many things about the business that hundreds of jobbers throughout the country have yet to learn.

For instance, a study of the needs of the people of a particular territory is not a one day or one month or one year task. It is the work of years. We modestly claim that our many years' careful study of the business enables us to know just what the Southern buyer wants. We simply put ourselves in his place, and by keeping his wishes constantly in mind, we are enabled to make selections that invariably satisfy. A hustling, active, intelligent salesman is indispensable to a successful business in these days, and we have a large corps of such men in the field, and yet about 25 per cent. of the orders we fill come *Voluntarily* by mail, and about 25 per cent. more are sold in the house. This speaks volumes for our methods of doing business. We are proud of such a record, and propose to keep it up to this high plane. We do not say that there are not other business houses in the country that can make such a boast, but this is the only Wholesale Dry Goods and Notion House we know of that is justified in claiming that much, and standing ready to prove it by the books. The affairs of our house are conducted upon the highest business principles, each employee being required to bear ever in mind that the success of the concern depends upon the success of its patrons, and therefore the customers' interest must always be carefully protected.

Quick Business the Order of the Day

The officers and stockholders of this company are native Virginians and believe in Virginia, sentimentally and otherwise, but as a strictly business proposition, we are doing the wholesale Dry Goods and Notion business in Richmond, and not in Baltimore, Washington, New York, Atlanta, or anywhere else, simply because we have found that *Richmond is the Best Distributing Point for the South.*

Old James River, navigable right up to our door all the year round, gives us a commanding position as to freight rates—a benefit that our customers reap.

The unusual facilities for distributing inland furnished by the six great railroad systems radiating from our city makes Richmond pre-eminently the *Gateway of the South*, and puts us in the closest touch with every town south of the Ohio and Potomac rivers to the Gulf of Mexico. We can place goods in any store within this vast territory within *Twenty-four to Forty-eight Hours* after the fast mails place the order on our desks. Quick business is the order of the present day. Richmond's *Advantageous Location* enables us to serve our trade quickly, and at the most satisfactory freight rates.

Drewry, Hughes Company, Wholesale Dry Goods,

Richmond, - Virginia

WRITE FOR SAMPLES AND QUOTATIONS